

Message Text

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PAGE 01 ACCRA 05640 140528Z
ACTION AF-10

INFO OCT-01 EB-08 ISO-00 /019 W
-----012584 150455Z /21
R 131046Z JUL 78
FM AMEMBASSY ACCRA
TO USDOC WASHDC
INFO SECSTATE WASHDC 4539

UNCLAS ACCRA 5640

E.O. 11652: N/A
TAGS: BEXP GH
SUBJECT: ADS REQUEST: INTERNATIONAL TRADE SERVICES, KING OF PRUSSIA,
PA.

REF: COMMERCE CD-144, 5/22/78

1. OUT OF 8 QUALIFIED PROSPECTS CONTACTED INDIVIDUALLY, ONLY
FOLLOWING HAVE EXPRESSED POSITIVE INTEREST IN AGENCY REPRESENTATION
AND WISH TO RECEIVE PRICE-LISTS AND ADDITIONAL RPRODUCT LITERATURE:
PORT CITY AMALGAMATED SERVICES
P.O. BOX 7242
ACCRA, GHANA
CONTACT: MR. E. BOAFO GAND, DIRECTOR
PHONE: 27529
CABLE: PORTCITY, ACCRA
COMMENT: FIRM IS SMALL,BUT CAPABLE COMMISSION AGENCY; IT SPECIALIZES
IN FORESTRY AND TIMBER INDUSTRY MACHINERY AND EQUIPMENT AND
EVIDENTLY HAS EXTENSIVE CONNECTIONS WITH GOVERNMENT AGENCIES AND FIRM
S
IN THE BUSINESS. MR. GAND HAS WRITTEN DIRECTLY TO INTERNATIONAL
TRADE SERVICES EXPRESSING INTEREST.

2. JOB BOATENG TRADING CO. LTD.
P.O. BOX 3058
ACCRA, GHANA
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CONTACT: MR. JOSEPH BOATENG, MANAGING DIRECTOR
PHONE: 64823
COMMENT: ESTABLISHED ABOUT 10 YEARS AGO, THIS MEDIUM-SIZED GHANAIAN
FIRM IS IMPORTER, DISTRIBUTOR AND MFRS' AENT HANDLING WIDE RANGE
OF COMMODITIES, INCLUDING FARMING EQUIPMENT, FOOD PROCESSING EQUIP-
MENT, OUTBOARD MOTORS, PUMPS, TRACTOR PARTS, ELECTRIC MOTORS AND
PORTABLE GENERATING SETS. MR. BOATENG PLANS TO EXPAND INTO TIMBER

INDUSTRY MACHINERY AND WISHES TO START WITH OREGON PRODUCTS WHICH, HE PROCLAIMED, HAVE ATTRACTIVE SALES POTENTIAL.

3. IN ADDITION, FOLLOWING COMPANY HAS EXPRESSED INTEREST IN OREGON PRODUCTS, BUT HESITATES TO ACCEPT FRANCHISE AT THIS TIME BECAUSE OF GENERALLY POOR TRADING CONDITIONS CREATED BY FOREIGN EXCHANGE DIFFICULTIES. IT MAY REVIEW POSITION WHEN SITUATION IMPROVES.

THEREFORE, INTERNATIONAL TRADE SERVICES IS URGED TO FOLLOW-UP.

JOHN HOLT BARTHOLOMEW LTD.

P.O. BOX 468

ACCRA, GHANA

CONTACT: MR. J.A. PRAH, GENERAL MANAGER

PHONE: 66111

CABLE: EBANI, ACCRA

TELEX: 2003

COMMENT: THIS IS AN OLD, WELL-ESTABLISHED BRITISH FIRM WHICH HAS BEEN TRADING IN GHANA FOR OVER 40 YEARS. IT DEALS IN AGRICULTURAL AND CONSTRUCTION EQUIPMENT, METAL AND WOODWORKING MACHINERY, MOTOR VEHICLES AND TRACTORS; HOLDS FRANCHISES FOR A NUMBER OF BRITISH, CANADIAN AND U.S. FIRMS, AND MAINTAINS OUTLETS AND ENGINEERING FACILITIES IN FOUR MAJOR COMMERCIAL CENTERS IN GHANA. MR. PRAH STATED THAT ALTHOUGH PRODUCTS HAVE EXCELLENT MARKETING POSSIBILITIES, HE COULD FORSEE NO IMMEDIATE SALES PROSPECTS BECAUSE OF GHANA'S CONTINUING FOREIGN EXCHANGE DIFFICULTIES. HE SAID THAT HE WAS UNWILLING TO TAKE ON ANY AGENCIES WHICH, UNDER THE CIRCUMSTANCES, COULD NOT BE DEVELOPED TO THEIR MUTUAL SATISFACTION.

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PREPARED: PETER HENNISON APPROVED: ALBERT GLAD. HOLMES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Litigation History:
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
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Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2027966
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST: INTERNATIONAL TRADE SERVICES, KING OF PRUSSIA, PA.
TAGS: BEXP, GH
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/87c77e76-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014